

Message Text

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PAGE 01 STATE 202752
ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 DODE-00 PM-05 CIAE-00
INR-10 NSAE-00 /036 R

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COM/BED/OIM/GKKNOWLES (INFO)
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P 102057Z AUG 78
FM SECSTATE WASHDC
TO AMEMBASSY ATHENS PRIORITY
INFO USMISSION USNATO PRIORITY

UNCLAS STATE 202752

E.O. 11652: N/A

TAGS: BENC, GR, NATO BBAK

SUBJECT: MAJOR PROJECTS-BUSINESS REPUTATION AND NATO
SECURITY CLEARANCE: 3 RADIO LINKS, BID NO. 7260

REF: A) STATE 200339, B) ATHENS 6770, C) ATHENS 6467

1. ALL COMPANIES LISTED REFTEL B ARE ELIGIBLE FROM
TECHNICAL AND FINANCIAL STANDPOINTS TO BID ON NATO COMMON
INFRASTRUCTURE PROJECTS.

2. HOWEVER, COLLINS, FARINON, AND GTE ARE NOT CORRECTLY
IDENTIFIED ACCORDING TO THEIR CERTIFICATION BY USDOC/
MEPD. OFFICIALS OF EACH OF THESE COMPANIES HAVE
CONCURRED WITH USDOC/MEPD'S ACTION THROUGH THIS TELEGRAM
OF CORRECTING THEIR BIDDING ENTITIES'S ADDRESS AS FOLLOWS.

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THESE ENTITIES HAVE THE REQUIRED SECURITY CLEARANCES FOR
NATO BIDDING.

A. ROCKWELL INTERNATIONAL, COLLINS DIVISIONS,
CENTRAL BID REGISTRY, 407-210
1200 NORTH ALMA ROAD
RICHARDSON, TEXAS 75081
ATTN: MR. LEO B. MARX.

B. FARINON ELECTRIC,
1691 BAYPORT AVENUE,

SAN CARLOS, CA 94070,
ATTN: MR. A. P. BOWSER.

C. GTE LENKURT, INC.,
MAIL STATION C930
1105 COUNTY ROAD,
SAN CARLOS, CA 94070
ATTN: MR. JAMES G. THOMAS.

3. SPERRY UNIVAC ADDRESS PROVIDED REFTEL (B) IS
CORRECT AND IT HAS THE REQUIRED SECURITY CLEARANCE.

4. PLEASE INFORM THE HELLENIC TELECOMMUNICATIONS
ORGANIZATION OF THE CORRECTIONS CITED ABOVE.

5. FYI: AN EFFORT WILL BE MADE TO WORK OUT A SYSTEM
WHEREBY COMPANIES MAKING KNOWN THEIR INTEREST IN FUTURE
NATO/GREECE BIDS WILL PROVIDE ONLY CERTIFIED ADDRESSES.
ONE POSSIBLE ALTERNATIVE IS FOR COMPANIES TO ADVISE
USDOC/MEPD DIRECTLY OF THEIR BIDDING INTEREST; USDOC/
MEPD WOULD CONFIRM THE CERTIFIED ADDRESSES TO RECEIVE
BID DOCUMENTS, AND REPORT THEM TO THE EMBASSY FOR
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TRANSMITTAL TO THE APPROPRIATE GOG OFFICIALS. THIS WAS
THE PROCEDURE FOLLOWED BY TRW, AYDIN, AND WESTERN
ELECTRIC. AS REPORTED IN REFTEL (A), ONE FACTOR APPEARING
TO CAUSE COMPANIES, CONFUSION IS ITEM 6 OF THE FORMAT IN
FOREIGN GOVERNMENT TENDERS DIRECTING THE SUBMISSION OF
BIDS REPEAT BIDS TO ADDRESS IN ITEM 6C. COMPANIES

APPARENTLY ASSUME THAT THEIR STATEMENT OF INTEREST AS
WELL AS THE BID MUST BE SUBMITTED TO THE 6C ADDRESS.
THEY DO THIS EVEN THOUGH ITEM 10 INDICATES QUOTE (THE)
TENDER WILL BE OPEN TO FIRMS OF NATO COUNTRIES WHICH
HAVE BEEN CERTIFIED BY THEIR RESPECTIVE GOVERNMENTS AS
ELIGIBLE FROM TECHNICAL, FINANCIAL AND SECURITY
STANDPOINTS TO BID ON NATO COMMON INFRASTRUCTURE
PROJECTS UNQUOTE. EMBASSY COMMENTS ON THIS MATTER WILL
BE APPRECIATED. VANCE

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